



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 2, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 5, 2012
- 3.0 Unfinished Business
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Doyle
 - 4.2 Review of Letters of Intent and Course Evaluations
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: Keller Williams Realty
 - 4.3.1.1 Course Title: Stucco – The Nitty Gritty
 - Credit Hours: 3.0
 - 4.3.2 Course Provider: McKissock, L.P.
 - 4.3.2.1 Course Title: Contract Law from the Top Down
 - Credit Hours: 4.0
 - 4.3.3 Course Provider: Servpro Industries, Inc.
 - 4.3.3.1 Course Title: Understanding Mold in the Restoration Industry
 - Credit Hours: 3.0

4.3.4 Course Provider: Delaware School of Real Estate

4.3.4.1 Course Title: Difference Between DE & MD Real Estate Transactions
Credit Hours: 3.0

4.3.4.2 Course Title: Achieving Settlement by Minimizing Obstacles
Credit Hours: 3.0

*4.3.5 Course Provider: Ward & Taylor, LLC

4.3.5.1 Course Title: Navigating 2012
Credit Hours: 3.0

*4.3.6 Course Provider: Delaware Association of REALTORS

4.3.6.1 Course Title: GRI 301: Working with Buyers and Sellers
Credit Hours: 15.0

4.4 Review of Instructor Applications

4.4.1 Joyce Klein

Pre-Licensing: Real Estate Mathematics

4.4.2 Franklin Serio

Continuing Education: Legislative Update; Salesperson Core Course(s); Broker Core Course(s); Delaware Real Estate Commission Property Management Course(s); Professional Enhancement: CRS 201; CRS 202; CRS 210; CRS 111; CRS 112; Social Fusion, Listing; Sales & Negotiation; Technology; Short Sales/Foreclosure; Business Planning; 1st Time Home Buyers

Pre-Licensing: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real estate; Real Estate Investment; Mathematics

4.4.3 Michael McGavisk

Continuing Education: Legislative Update; Salesperson Core Course(s); Broker Core Course(s); Delaware Real Estate Commission Property Management Course(s); Professional Enhancement: Lead Generation; Sales Skills; Finance; Sales Contracts; Train the Trainer; Action Lead Motivation; 6 Personal Perspectives; Buyer Mastery; Seller Mastery

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

*4.4.4 Peter Kirsh

Continuing Education: Salesperson Core Course(s); Broker Core Course(s); Professional Enhancement: Short Sales/Foreclosures; Differences between DE & MD Residential Real Estate Transactions

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents, Legal & Governmental Aspects of Real Estate

*4.4.5 Nancy Law

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

*4.4.6 Barbara Brodoway

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

*4.4.7 William Ward

Continuing Education: Legislative Update; Salesperson Course(s); Professional Enhancement: DUCOIA; New Agency Law (The Why's How's & Wherefores); Differences Between DE & PA Real Estate Transactions; Disclosures; Don't Let Your Sale Fall Apart; Ethics; Hot Topic in Real Estate; Practical Tips for Listing Agents; Quirks in Real Estate (Practical Resolutions to Problems) Risk Management; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

*4.4.8 Alfred Johnson

Continuing Education: Professional Enhancement: Fair Housing; Low Income Housing Tax Credit

4.5 Review Student Requests for Approval of Educational Activity

4.5.1 Student Name: Rob Kennedy

Course Title: Environmental Disclosures in your Real Estate Practice
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 4.0

4.5.2 Student Name: Rob Kennedy

Course Title: Buyer Representation in Real Estate
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 4.0

4.5.3 Student Name: Rob Kennedy

Course Title: Maryland Fair Housing
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 1.5

- 4.5.4 Student Name: Rob Kennedy
Course Title: Maryland Ethics & Predatory Lending
Course Provider: Long and Foster Institute of Real Estate
Credit Hours: 3.0
- 4.5.5 Student Name: Michael Tigue
Course Title: Current Appraisal Issues – 2011
Course Provider: Loomis Appraisal School
Credit Hours: 3.0
- 4.5.6 Student Name: Michael Tigue
Course Title: Hot Topics and Mortgage Fraud
Course Provider: Loomis Appraisal School
Credit Hours: 4.0
- 4.5.7 Student Name: Michael Tigue
Course Title: Valuing Contaminated Properties
Course Provider: Loomis Appraisal School
Credit Hours: 4.0
- *4.5.8 Student Name: Kenneth Schatz
Course Title: Fair Housing
Course Provider: RealEstateCE.com
Credit Hours: 4.0
- *4.5.9 Student Name: Kenneth Schatz
Course Title: Ethics
Course Provider: RealEstateCE.com
Credit Hours: 4.0
- *4.5.10 Student Name: Kenneth Schatz
Course Title: Understanding Cities and the Demand for Real Estate
Course Provider: RealEstateCE.com
Credit Hours: 6.0
- *4.5.11 Student Name: Marni Schatz
Course Title: Ethics
Course Provider: RealEstateCE.com
Credit Hours: 4.0
- *4.5.12 Student Name: Marni Schatz
Course Title: When Residential Agents Sell Investment Real Estate
Course Provider: RealEstateCE.com
Credit Hours: 6.0
- *4.5.13 Student Name: Marni Schatz
Course Title: Fair Housing
Course Provider: RealEstateCE.com
Credit Hours: 4.0
- *4.5.14 Student Name: David Schatz
Course Title: Essential Residential Real Estate Topics

Course Provider: RealEstateCE.com
Credit Hours: 14.0

*4.5.15 Student Name: Margaret Cavanaugh
Course Title: Financing Issues Update
Course Provider: GCAAR
Credit Hours: 3.0

- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – March 1, 2012
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.